



# ANNUAL REPORT

Fiscal Year 2018

Minority, Female and Disabled  
(MFD) Program



Office of Procurement  
Division of Business Relations  
and Compliance

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# FY18 MFD Annual Report

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## Executive Summary

MFD participation in FY 18 shows continuous growth in MFD contracting dollars. The MFD program is designed to assist certified MFD vendors in gaining access to contracting and subcontracting opportunities as well as building relationships with prime contractors. The MFD compliance program assists vendors by ensuring access to information and opportunities. Certified MFD businesses are encouraged to participate in the procurement process as prime contractors and/or as subcontractors. Non-MFD vendors are assisted in assuring compliance with the Chief Administrative Officer's (CAO) established participation goals for each purchasing category.

In FY18, the total dollar value subject to compliance with MFD goals was \$843,516,122. MFD businesses were awarded 23.5% or \$198,198,235 out of the total dollars' subject to the MFD program. FY 18 has shown a slight increase compared to FY 17's 23.24%.

In FY18, African American owned businesses have made significant improvements in 3 purchasing categories: Professional Services (\$24.8m), Non-Professional Services (\$29.98m) and Goods (\$8.1m). Female owned businesses almost doubled their participation in the Professional Services category (from FY17's \$9.8m to FY18's \$17.4m); and remained in the lead in the Goods category (\$10,79m). Although the total award dollar amount (\$1.89m) is still small due to low availability, Native American owned businesses made increase in all four purchasing categories for the first time. One of the contributing factors leading to the increase in MFD participation is the implementation and enforcement of Bill 48-14. Bill 48-14 provides incentives to vendors to submit an MFD Subcontractor Performance Plan with their RFP proposals to receive points for their MFD participation. Additionally, increased inclusive outreach events helped to improve the County's image as a friendly and transparent environment for MFD vendors. The program continues to show a positive direction of MFD businesses engagement and participation.

In FY18, the County spent significantly less (\$113m) on Construction. Only about one third of its FY17 spending (\$333m). This resulted in a lower dollar amount received by MFD vendors across the board except for Native American owned businesses. However, the MFD participation percentage in Construction category has increased to 27.56% (\$31.2m) from FY17's 18.93% (\$63m).

Minority participation is based on utilization and availability of minority businesses throughout the Washington DC/Baltimore Metropolitan Area and the statistical participation of procurement activity is based on contract total dollar value subject to MFD participation. Due to the increased MFD participation in certain groups, the Chief Administrative Officer (CAO) issued updated goals for procurement's four purchasing categories to be implemented for the Calendar Year 2019:

- Professional Services: 17% (increased from FY17's 15%);
- Non-Professional Services: 17% (decreased from FY17's 22%);
- Goods: 9% (decreased from FY15%);
- Construction: 21% (stayed the same)

## **Background**

Within the Office of Procurement, the Division of Business Relations and Compliance compiles an annual report on the Minority<sup>1</sup>, Female and Disabled Persons Owned Business Program (MFD) which provides information required in accordance with Section 11B-61 of the Montgomery County Code and the Montgomery County Procurement Regulations.

The MFD Program assists registered vendors that hold at least one county-recognized certification (see Chart 1) in gaining opportunities as either prime contractors or sub-contractors for County contract awards with an estimated dollar value of \$50,000 or more.<sup>2</sup>

### **Minority Certifications Recognized by the County**

<b>Agency</b>	<b>Program</b>	<b>Description</b>
Maryland Department of Transportation	Minority Business Enterprise	MDOT Certified MBE and/or DBE Businesses (MDOT-MBE)
Federal Small Business Administration	8(a) Program	8(a) Certified Businesses (SBA-8a)
Women's Business Enterprise National Council	Women's Business Enterprise	Women's Business Enterprise (WBENC)
Maryland/District of Columbia Minority Supplier Development Council	Minority Business Enterprise	Minority Business Enterprise(MSDC)
City of Baltimore	Minority and Women's Business Opportunity Office	Minority and Women's Business Opportunity Office (MWBOO)

## **Awards**

- The Office of Procurement received Achievement of Excellence in Procurement award from the National Procurement Institute.
- The Office of Procurement received Public Access Partner Award from the Women Presidents' Educational Organization (WPEO)

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<sup>1</sup> Businesses owned by vendors in several socially disadvantaged groups may be eligible for certification and participation in the MFD program, including African American, Hispanic American, Asian American, Native American, Female and Persons with Disabilities

<sup>2</sup> Grants, utilities, intra/inter-governmental procurements are not subject to the MFD requirements.

## **Important FY 18 Developments and Projects**

Continuing our efforts to address underutilization concerns raised in the 2014 GSPC Disparity Study<sup>3</sup> and the recommendations reported by the County Council's 2015 Minority Owned and Local Small Business Task Force (Resolution 17-1253)<sup>4</sup>, the Office of Procurement implemented the following programs/processes to improve and strengthen MFD enforcement and compliance.

Due to the increased MFD participation in certain groups, according to the Executive Regulation Sec. 11B-7, the Chief Administrative Officer (CAO) issued updated goals for procurement's four purchasing categories to be implemented for the Calendar Year 2019. The relevant categories and goals are:

- Professional Services: 17% (increased from FY17's 15%)
- Non-Professional Services: 17% (decreased from FY17's 22%)
- Goods: 9% (decreased from FY15%)
- Construction: 21% (stayed the same)

1. These goals will be implemented and enforced for Calendar Year 2019 and will be effective for all CY2019 issued solicitations and their resulting contracts.
2. Use of PRISM, an on-line electronic reporting system management tool that tracks a prime contractor's payments to minority vendors. The PRISM system is fully operational and plays a vital role in meeting compliance requirements. Additionally, continued use of an MFD payment document for minority sub-contractors to report their payment status or comments in verifying the prime contractor's commitment to and compliance with the MFD subcontracting plan.

Two major projects that have significant MFD participation:

1. The Wheaton Development Project is a long-term, multi-million-dollar project that continues to show strong minority participation. Between April 1, 2018 to June 30, 2018, Clark Construction reported quarterly dollar value on the Wheaton Project at \$4, 255,320. Of that amount, MFD dollar award was \$470,758 or 11.06% of MFD contract dollars. This project has an MFD goal of 21%.
2. AT&T Corp. was awarded a contract for Emergency Services Internet Protocol Network Services. The MFD goal is 15% that was achieved with a commitment to increase participation throughout the life of the contract using the County's MFD vendors.

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<sup>3</sup> The 2014 Disparity Study may be found here:

<http://www.montgomerycountymd.gov/cat/services/disparitystudy.html>

<sup>4</sup> Task Force Report can be found here:

<http://www.montgomerycountymd.gov/council/Resources/Files/REPORTS/Procurement/MOLSBFinalReport.pdf>

## **Outreach Activities**

**Targeted Outreach Events:** Events hosted by the Office of Procurement are designed to assist MFD and LSBRP vendors in obtaining County contracting opportunities. In FY18, the Office hosted 7 outreach events:

- September 20, 2017: MDOT Certification Workshop (with African American Chamber)
- October 5, 2017: 2<sup>nd</sup> Annual Procurement Forum
- December 14, 2017: Hispanic Outreach Event
- January 30, 2018: Brazilian Delegation Visit
- February 28, 2018: MDOT Certification Workshop (with African American Chamber)
- March 7, 2018: Prevailing Wage Workshop
- April 11, 2018: 1<sup>st</sup> Spring Roundtable Event

**Networking Events:** Events hosted by external entities, help provide access to local and minority vendors. Through panel discussions, seminars and match making sessions, vendors have an opportunity to gain detailed and individualized information regarding procurement processes and requirements, learn about particular procurement opportunities and obtain business development information. In FY18, the Office of Procurement, DBRC and the Division of Procurement Operations participated as panelists, matchmaking hosts or key speakers in the following events:

- July 20, 2017: ProBiz Conference
- July 26, 2017: Maryland Women Business Center's Procurement Series
- September 1, 2017: African Diaspora Entrepreneurship Summit
- September 7, 2017: Power Conference
- October 10, 2017: Asian Chamber Annual Expo
- October 18, 2017: Baltimore County Procurement Expo – Meet the Primes
- October 25, 2017: DGS's Building Design and Construction Outreach
- October 30, 2017: Nonprofit Montgomery's 8th Annual Directors Dialogue
- November 7, 2017: Women President Educational Organization Awards
- December 19, 2018: Meet the Primes & Contracting Officers with the Women's Business Center
- February 20, 2018: Clark Construction Outreach Event
- March 29, 2018: Super Matchmaker Conference by Capital Region Minority Supplier Development Council (CRMSDC)
- April 12, 2018: Maryland Women Business Center Procurement Series Panel
- April 12, 2018: Maryland Black Chamber of Commerce
- April 18, 2018: Introduction to Government Contracting (Asian American Chamber)
- April 19, 2018: Federal Government Procurement Conference
- May 18, 2018: MCCC GovConNet Pathway to Growth Procurement Conference
- June 18, 2018: Maryland Procurement Technical Assistance Center Conference
- June 26, 2018: American Express Summit
- June 28, 2018: Maryland Women Business Center Round Table Conference



Office of Procurement  
Fiscal Year 2018

# SECTION 1

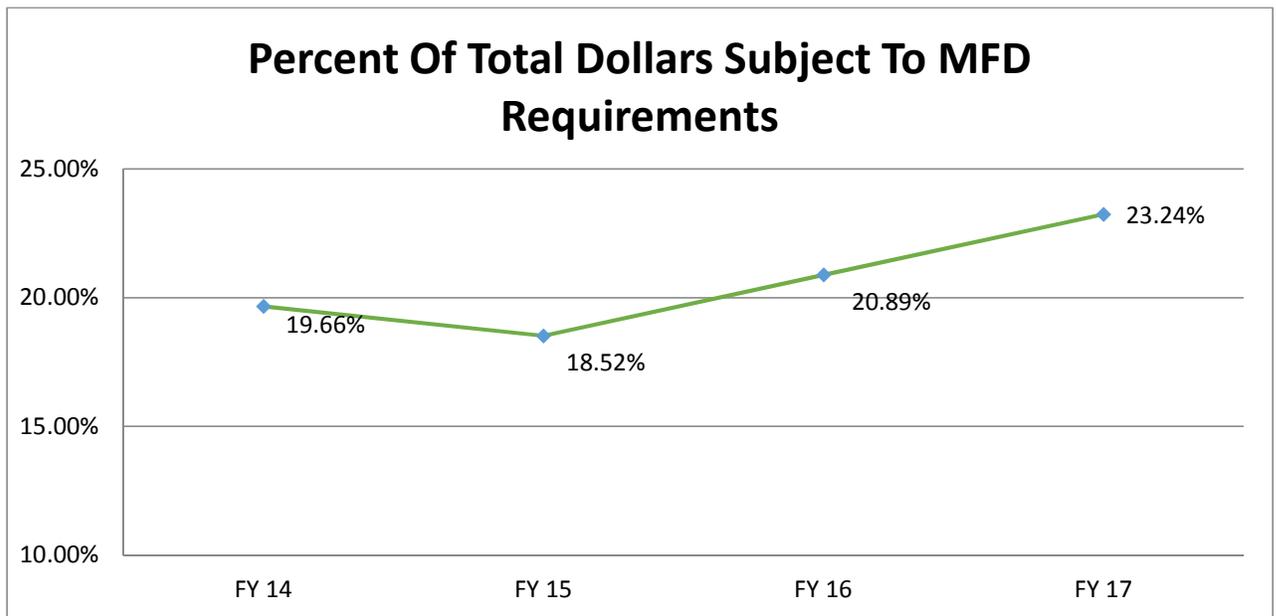
MFD Procurement Participation Report

Minority, Female and Disabled (MFD) Program

## FY15 – FY18 Comparison of MFD Contract Activity

Fiscal Year	Total \$ Subject to MFD	Total \$ Encumbered to MFD	% of Total \$ Encumbered to MFD
FY 18	\$843,516,122	\$198,198,235	<b>23.50%</b>
FY 17	\$937,145,420	\$217,819,206	<b>23.24%</b>
FY 16	\$913,743,819	\$182,097,907	<b>19.93%</b>
FY 15	\$1,034,061,757	\$191,506,372	<b>18.52%</b>

Chart 1: 4-year Comparison on MFD Encumbrances



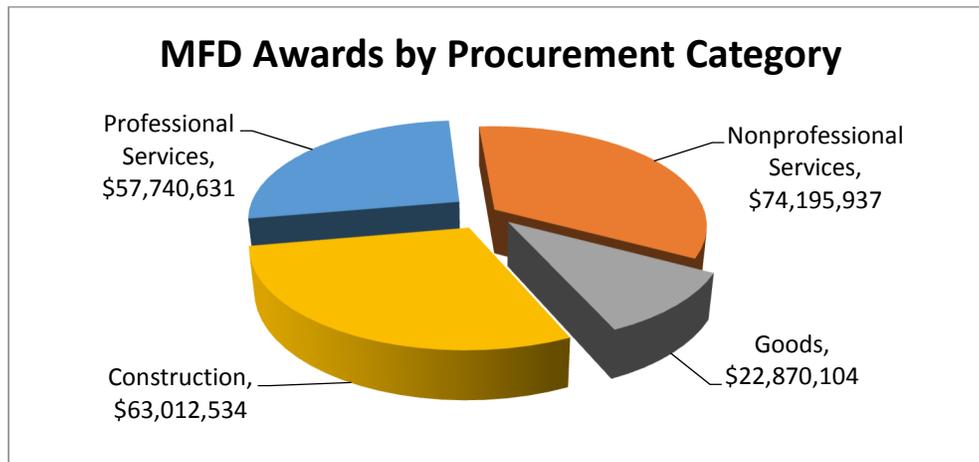
## FY18 MFD Contract Activity Summary by Procurement Category

MFD participation is measured in the following four procurement categories:

- Professional services
- Non-professional services
- Goods
- Construction

Procurement Category	Total \$ Subject to MFD	Total \$ Encumbered to MFD	Total # of Purchase Orders	# of Purchase Orders to MFD	% of Total \$ Encumbered to MFD
Professional Services	\$453,878,149	\$66,667,914	1,922	1,032	33.64%
Non-Professional Services	\$204,714,235	\$77,976,370	2,416	1,089	39.34%
Goods	\$71,778,520	\$22,368,271	1,259	471	11.29%
Construction	\$113,145,218	\$31,185,680	175	134	15.73%
<b>TOTAL</b>	<b>\$843,516,122</b>	<b>\$198,198,235</b>	<b>5,772</b>	<b>2,726</b>	<b>23.50%</b>

Chart 2: MFD Encumbrances by Procurement Category



## Dollar Value to MFD Firms by Group, FY18

### *Professional Services*

Total Dollars Subject to Goal: \$453,878,149

Total Actions: 1,922

<b>Group</b>	<b>Total \$ Encumbered to MFD</b>	<b>% of Total \$ Encumbered to MFD</b>	<b>Total # of Actions to MFD Group</b>	<b>% of Total Actions by MFD Group</b>
African American	\$24,882,342	5.48%	310	16.13%
Asian American	\$16,834,591	3.71%	168	8.74%
Female	\$17,431,710	3.84%	419	21.80%
Hispanic American	\$6,964,451	1.53%	126	6.56%
Native American	\$554,819	0.12%	9	0.47%
Person with Disability	\$0	0.00%	0	0.00%
<b>Total</b>	<b>\$66,667,914</b>	<b>14.69%</b>	<b>1,032</b>	<b>53.69%</b>

### *Non-Professional Services*

Total Dollars Subject to Goal: \$204,714,235

Total Actions: 2,416

<b>Group</b>	<b>Total \$ Encumbered to MFD</b>	<b>% of Total \$ Encumbered to MFD</b>	<b>Total # of Actions to MFD Group</b>	<b>% of Total Actions by MFD Group</b>
African American	\$29,977,565	14.64%	456	18.87%
Asian American	\$3,776,799	1.84%	55	2.28%
Female	\$27,085,041	13.23%	288	11.92%
Hispanic American	\$16,258,021	7.94%	262	10.84%
Native American	\$876,032	0.43%	23	0.95%
Person with Disability	\$2,912	0.00%	5	0.21%
<b>Total</b>	<b>\$77,976,370</b>	<b>38.09%</b>	<b>1,089</b>	<b>45.07%</b>

**Goods**

Total Dollars Subject to Goal: \$71,778,520

Total Actions: 1,259

<b>Group</b>	<b>Total \$ Encumbered to MFD</b>	<b>% of Total \$ Encumbered to MFD</b>	<b>Total # of Actions to MFD Group</b>	<b>% of Total Actions by MFD Group</b>
African American	\$8,135,552	11.33%	164	13.03%
Asian American	\$536,731	0.75%	45	3.57%
Female	\$10,788,539	15.03%	189	15.01%
Hispanic American	\$2,617,949	3.65%	70	5.56%
Native American	\$289,500	0.40%	3	0.24%
Person with Disability	\$0	0.00%	0	0.00%
<b>Total</b>	<b>\$22,368,271</b>	<b>31.16%</b>	<b>471</b>	<b>37.41%</b>

**Construction**

Total Dollars Subject to Goal: \$113,145,218

Total Actions: 175

<b>Group</b>	<b>Total \$ Encumbered to MFD</b>	<b>% of Total \$ Encumbered to MFD</b>	<b>Total # of Actions to MFD Group</b>	<b>% of Total Actions by MFD Group</b>
African American	\$7,504,984	6.63%	17	9.71%
Asian American	\$905,536	0.80%	6	3.43%
Female	\$3,759,483	3.32%	21	12.00%
Hispanic American	\$18,845,409	16.66%	89	50.86%
Native American	\$170,268	0.15%	1	0.57%
Person with Disability	\$0	0.00%	0	0.00%
<b>Total</b>	<b>\$31,185,680</b>	<b>27.56%</b>	<b>134</b>	<b>76.57%</b>

## FY18 MFD Utilization and Availability

	Prime Contractor		Sub-Contractor		Total MFD Contractor		FY18 Utilization	FY18 Availability*	FY19 Goal
<b>Professional Services</b>	<b>Subject to MFD Requirements:</b>				<b>\$453,878,149</b>	<b>1,922</b>			
African American	\$24,442,426	291	\$439,916	19	\$24,882,342	310	5.49%	8.25%	8.25%
Asian American	\$15,769,903	144	\$1,064,688	24	\$16,834,591	168	3.71%	4.11%	4.11%
Female	\$15,773,481	382	\$1,658,229	37	\$17,431,710	419	3.84%	4.26%	4.26%
Hispanic American	\$6,483,351	113	\$481,100	13	\$6,964,451	126	2%	1.24%	-
Native American	\$442,819	8	\$112,000	1	\$554,819	9	0%	0.11%	0.11%
Person with Disability	\$0	0	\$0	0	\$0	0	0%	0.80%	0.80%
Sub Total	\$62,911,980	938	\$3,755,934	94	\$66,667,914	1,032	14.69%	18.77%	<b>16.86%</b>
<b>Non-Professional Services</b>	<b>Subject to MFD Requirements:</b>				<b>\$204,714,235</b>	<b>2,416</b>			
African American	\$24,095,066	327	\$5,882,499	129	\$29,977,565	456	15%	12.57%	12.57%
Asian American	\$3,590,904	48	\$185,895	7	\$3,776,799	55	2%	3.49%	3.49%
Female	\$24,366,337	153	\$2,718,704	135	\$27,085,041	288	13%	5.46%	-
Hispanic American	\$14,615,982	199	\$1,642,039	63	\$16,258,021	262	8%	2.58%	-
Native American	\$633,000	17	\$243,032	6	\$876,032	23	0%	0.08%	0.08%
Person with Disability	\$0	0	\$2,912	5	\$2,912	5	0%	0.62%	0.62%
Sub Total	\$67,301,289	744	\$10,675,081	345	\$77,976,370	1,089	38.09%	24.80%	<b>16.76%</b>
<b>Goods</b>	<b>Subject to MFD Requirements:</b>				<b>\$71,778,520</b>	<b>1,259</b>			
African American	\$7,030,609	149	\$1,104,943	15	\$8,135,552	164	11%	5.79%	5.79%
Asian American	\$296,882	14	\$239,849	31	\$536,731	45	1%	2.01%	2.01%
Female	\$9,642,393	106	\$1,146,146	83	\$10,788,539	189	15%	6.57%	-
Hispanic American	\$2,373,203	65	\$244,746	5	\$2,617,949	70	4%	1.51%	-
Native American	\$289,500	3	\$0	0	\$289,500	3	0%	0.11%	0.11%
Person with Disability	\$0	0	\$0	0	\$0	0	0%	0.75%	0.75%
Sub Total	\$19,632,587	337	\$2,735,684	134	\$22,368,271	471	31.16%	14.68%	<b>8.66%</b>
<b>Construction</b>	<b>Subject to MFD Requirements:</b>				<b>\$113,145,218</b>	<b>175</b>			
African American	\$7,172,034	6	\$332,950	11	\$7,504,984	17	7%	11%	11%
Asian American	\$905,536	6	\$0	0	\$905,536	6	1%	3.29%	3.29%
Female	\$3,697,039	20	\$62,444	1	\$3,759,483	21	3%	5.54%	5.54%
Hispanic American	\$18,342,601	79	\$502,808	10	\$18,845,409	89	17%	6.14%	-
Native American	\$0	0	\$170,268	1	\$170,268	1	0%	0.49%	0.49%
Person with Disability	\$0	0	\$0	0	\$0	0	0%	1%	1%
Sub Total	\$30,117,210	111	\$1,068,470	23	\$31,185,680	134	27.56%	27.46%	<b>21.32%</b>
<b>Total Subject to MFD Requirements</b>					<b>\$843,516,122</b>	<b>5,772</b>			
<b>Total MFD Procurement</b>					<b>\$198,198,235</b>	<b>2,726</b>		<b>23.50%</b>	

\* The availability of minority businesses is based on the 2014 Disparity Study conducted by Griffin & Strong, Inc.  
<http://www.montgomerycountymd.gov/cat/services/disparitystudy.html>



Office of Procurement  
Fiscal Year 2018

## **SECTION 2**

MFD Participation by Request for  
Proposals (RFPs)

Minority, Female and Disabled (MFD) Program

## Total Dollars and Percent Value of Request for Proposals (RFPs) for Each MFD Group

The RFP section of the MFD report is a result of proposals submitted in response to formal Requests for Proposals (RFPs) issued by the County during FY18. The report tracks the following information:

- Minority business groups and Non-minority businesses participating in the process only as prime contractors
- Break down of number of awards
- Dollar values for each group
- Number of proposals submitted by each group

The total dollar value for RFPs issued in FY18 was \$303,969,179. Of that amount MFD businesses were awarded **\$73,693,111** or **24.24%**. Out of 184 total RFP proposals submitted, 45 (24.46%) proposals were submitted by MFD businesses. A total of 67 RFP contract awards were issued. MFD businesses RFP contract award was 13 (19.40%).

	# of Awards	% of # of Awards	Award Dollar Value	% of Dollar Value	% of Total MFD Dollar Value	# of Proposals Submitted	% of Proposals Submitted
African American	1	1.47%	\$1,000,000	0.33%	1.36%	14	6.86%
Hispanic American	2	2.94%	\$15,373,111	5.05%	20.86%	6	2.94%
Asian American	3	4.41%	\$7,515,000	2.47%	10.20%	15	7.35%
Native American	0	0.00%	\$0	0.00%	0.00%	0	0.00%
Female	7	10.29%	\$49,805,000	16.36%	67.58%	10	4.90%
Person with Disabilities	0	0.00%	\$0	0.00%	0.00%	0	0.00%
<b>Total MFD Businesses</b>	<b>13</b>	<b>19.11%</b>	<b>\$73,693,111</b>	<b>24.21%</b>	<b>100.00%</b>	<b>45</b>	<b>22.05%</b>
Non-MFD	54	79.41%	\$230,276,068	75.63%	----	139	68.14%
<b>Total Businesses</b>	<b>67</b>	<b>98.52%</b>	<b>\$303,969,179</b>	<b>99.84%</b>	<b>----</b>	<b>184</b>	<b>90.19%</b>

Chart 3: RFP Award Dollars by MFD Group



Office of Procurement  
Fiscal Year 2018

## SECTION 3

MFD Participation by Invitation for Bids  
(IFBs)

Minority, Female and Disabled (MFD) Program

## Total Dollars and Percent Value of Invitation for Bids (IFBs) for Each MFD Group

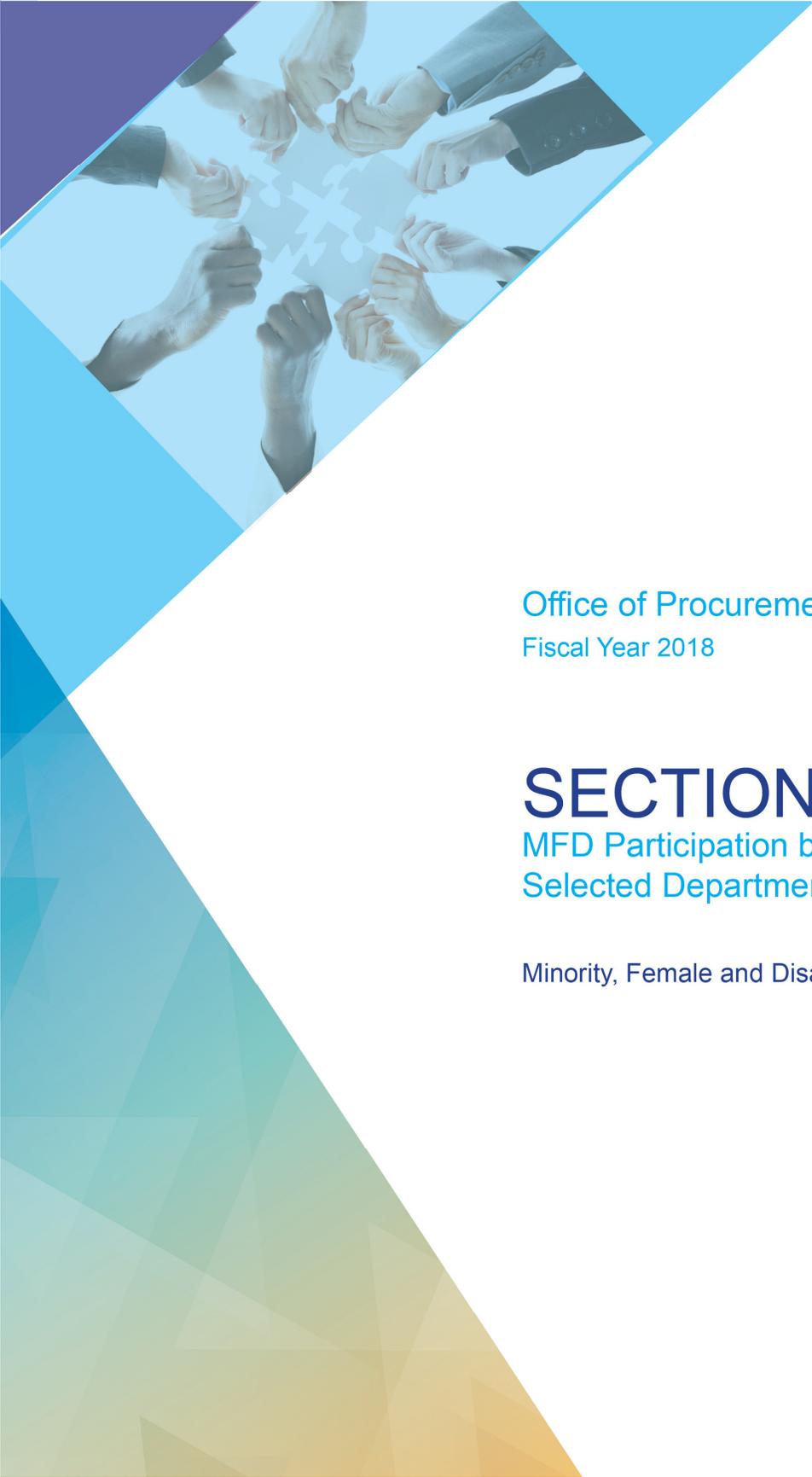
The IFB section of the MFD report is a result of bids submitted in response to formal Invitation for Bids (IFBs) issued by the County during FY18. The report tracks the following information:

- Minority business groups and Non-minority businesses participating in the process only as prime contractors
- Break down of number of awards
- Dollar values for each group
- Number of bids submitted by each group

The total dollar value for IFBs issued in FY18 was \$51,291,194. Of that amount MFD businesses were awarded **\$12,804,314** or **24.96%**. Out of 138 total bids responding to the IFBs, 26 (18.84%) bids were submitted by MFD businesses. A total of 63 IFB contract awards were issued. MFD businesses were awarded 10 (15.87%).

	# of Awards	% of # of Awards	Award Dollar Value	% of Dollar Value	% of Total MFD Dollar Value	# of Bids Submitted	% of Bids Submitted
African American	3	4.76%	\$7,640,000	14.90%	59.67%	8	5.80%
Hispanic American	4	6.35%	\$4,184,314	8.16%	32.68%	10	7.25%
Asian American	1	1.59%	\$168,000	0.33%	1.31%	2	1.45%
Native American	0	0.00%	\$0	0.00%	0.00%	0	0.00%
Female	2	3.17%	\$812,000	1.58%	6.34%	6	4.35%
Person with Disabilities	0	0.00%	\$0	0.00%	0.00%	0	0.00%
<b>Total MFD Businesses</b>	<b>10</b>	<b>15.87%</b>	<b>\$12,804,314</b>	<b>24.97%</b>	<b>100.00%</b>	<b>26</b>	<b>18.85%</b>
Non-MFD	53	84.13%	\$38,486,880	75.04%	----	112	81.16%
<b>Total Businesses</b>	<b>63</b>	<b>100.00%</b>	<b>\$51,291,194</b>	<b>100.01%</b>	<b>----</b>	<b>138</b>	<b>100.01%</b>

Chart 4: IFB Award Dollars by MFD Group



Office of Procurement  
Fiscal Year 2018

# SECTION 4

MFD Participation by  
Selected Departments

Minority, Female and Disabled (MFD) Program

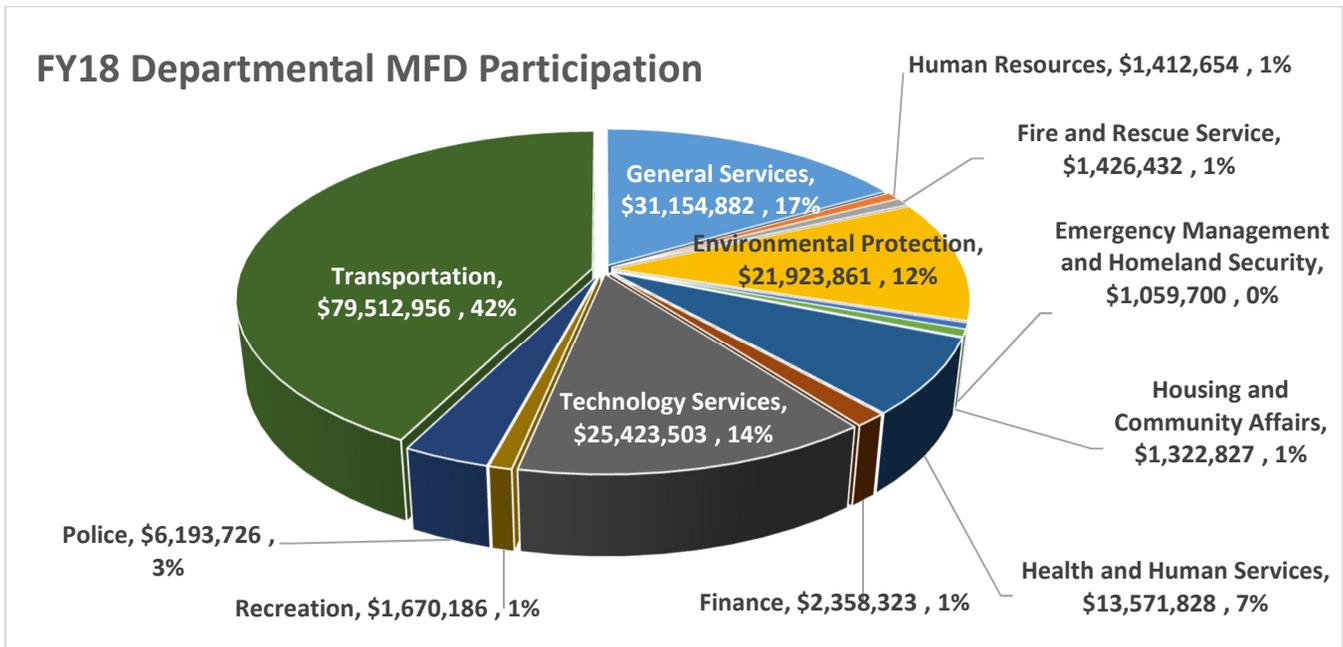
## FY18 Department MFD Participation Summary \*

MFD participation by selected departments focuses on those departments that have procurements of any type exceeding \$5 million in the aggregate or procurements for professional services exceeding \$1 million in the aggregate. For FY18, 12 departments met the criteria. The data reports for each of these departments on total dollars encumbered in all purchasing categories subject to MFD participation. Listed below is a summary of the 12 departments and their MFD utilization in FY18.

Departments	FY18			
	Total \$ Subject to MFD (\$)	MFD Utilization (\$)	% of MFD Utilization	% of Total MFD \$ (Chart 5)
Transportation	\$203,451,727	\$79,512,956	39.08%	42.51%
Technology Services	\$37,699,943	\$25,423,503	67.44%	13.59%
Recreation	\$3,640,071	\$1,670,186	45.88%	0.89%
Police	\$23,900,982	\$6,193,726	25.91%	3.31%
Human Resources	\$293,869,457	\$1,412,654	0.48%	0.76%
Housing and Community Affairs	\$3,651,790	\$1,322,827	36.22%	0.71%
Health and Human Services	\$31,605,482	\$13,571,828	42.94%	7.26%
General Services	\$126,796,526	\$31,154,882	24.57%	16.66%
Fire and Rescue Service	\$23,266,001	\$1,426,432	6.13%	0.76%
Finance	\$11,445,071	\$2,358,323	20.61%	1.26%
Environmental Protection	\$60,214,356	\$21,923,861	36.41%	11.72%
Emergency Management and Homeland Security	\$6,624,209	\$1,059,700	16.00%	0.57%
<b>TOTAL</b>	<b>\$826,165,615</b>	<b>\$187,030,878</b>	<b>22.64% %</b>	<b>100.00%</b>

\* Detailed department reports can be viewed at the MFD website: [www.montgomerycountymd.gov/mfd](http://www.montgomerycountymd.gov/mfd) under MFD Annual Report FY18, as attachment 1.

Chart 5: FY18 MFD Encumbrances by Department





Office of Procurement  
Fiscal Year 2018

## SECTION 5

MFD Exclusions and Waivers

Minority, Female and Disabled (MFD) Program

## Procurements Excluded from Requirement: FY18

### 1. Exclusion by Regulations:

The total dollar value of all procurement transactions in FY18 which by regulation were not subject to the minority business requirements were:

Category of Procurement	Dollar Value
<b>Grants</b>	<b>\$91,914,509</b>
<b>Public Entities</b>	<b>\$120,641,295</b>
<b>Total</b>	<b>\$212,555,804</b>

### 2. Waiver Summary

The total dollar value of contracts awarded with a waiver from minority business contracting requirements was **\$34,317,695**

### Compliance Waiver Summary – FY18

<b>A. Total Value Subject to MFD Requirement</b>	<b>\$843,516,122</b>
<b>B. Total MFD Dollars Waived</b>	<b>\$34,317,695</b>
<b>C. Total Dollar Value of MFD Awards</b>	<b>\$198,198,235</b>
<b>D. Total Number of MFD Purchase Orders</b>	<b>2,726</b>
<b>E. Waiver Actions</b>	<b>257</b>
<b>F. Percent of Contract Dollars Waived (B Divided by A)</b>	<b>4.07%</b>
<b>G. Percent of Total Dollars to MFDs (C Divided by A)</b>	<b>23.50%</b>

## Waiver Process

The Director, Office of Procurement, may determine that a contractor has or has not satisfied the MFD requirements. The determination to waive the MFD requirements is based on the rationale that subcontracting cannot be achieved for a variety of business-related reasons. Examples of reasons for each type of waiver are provided on this page. On the next page, a number corresponding to the number of the reason for waiver given below (1 to 6) is used in the summary table of FY18 waivers.

The goal-setting process is intended to determine in advance of a contract the reasonable expectation that the awardee shall exercise good faith. At any time, the Director, Office of Procurement, may request a waiver, or the prospective contractors on their own initiative may request a waiver. The contractor must explain in writing to the Director why the goal could not be achieved. This explanation must demonstrate that the prime contractor's failure to meet the goal is for reasons beyond the contractor's control.

### Waivers are granted for one of the following reasons:

1. Individuals contractors including Recreational Instructors, Doctors, Nurses, etc., where subcontracting is impractical.
2. MFD firms listed on the subcontracting plan hold certifications not accepted by Montgomery County or not CVRS registered.
3. Manufacturers or their certified distributors for certain products that are not available for contracting otherwise.
4. Proprietary services or products owned and controlled by the prime contractor.
5. Economically impracticable.
6. Vendor claims that they have in-house capacity to perform the services.

Purchasing Categories	Reason for Waiver						Total Waivers
	1	2	3	4	5	6	
Professional Services (PS)	15	0	6	3	6	37	67
Non-professional Services (NPS)	56	0	10	1	1	51	119
Goods	5	1	50	0	0	7	63
Construction	0	0	1	1	0	6	8
<b>Total Number of Waivers</b>	76	1	67	5	7	101	257
<b>Total Value of Waivers</b>	\$1,858,209	\$25,000	\$11,899,131	\$3,347,208	\$51,485	\$17,136,662	\$34,317,695

Company	LSBRP vendor	Dept	Description	Amount	Purchasing Category	Waiver Reason
VRS Company, Inc.		BOE	Specimen Ballot Booklet Printing and Mailing Services	\$500,000	Non-Prof Svcs	6
CRC Holdings Inc dba CRC Salomon		OCA	Court Reporting, Stenographic and Transcription Services (Secondary Award)	\$150,000	Professional Svcs	6
Logik Systems, Inc.		OCA	Subscription with Logikcull to manage legal documents	\$99,999	Professional Svcs	6
Adani Systems Inc.		DOCR	Bridge Contract - Full Body Screening System for the Central Processing Unit at MCDC	\$179,495	Goods	3
Bob Barker Company, Inc.		DOCR	Inmate Coveralls/Jumpsuits	\$100,000	Goods	3
Tabb Textiles Company Inc.		DOCR	Bedding and Linens for inmates at the Montgomery County Correctional Facility and Residents of the Pre-Release and Reentry Services Facility	\$99,999	Goods	3
Dialysis Care, LLC		DOCR	Non-Competitive On-Site Dialysis Services for Inmates	\$114,000	Professional Svcs	6
Freeland And Hildembrand Clinical and Forensic Associates		DOCR	Sex Offender Treatment Services	\$100,000	Professional Svcs	6
Institutional Eye Care LLC		DOCR	Mini-Contract for Optometry Services for Inmates at the Montgomery County Correctional Facility	\$100,000	Professional Svcs	6
Justice Benefits Inc.		DOCR	Professional services to implement and enhance Federal Reimbursements Program	\$586,500	Professional Svcs	6
Kehoe Correctional Consulting , LLC		DOCR	RFQ- Audit Services for the Prison Rape Elimination Act Compliance Program	\$100,000	Professional Svcs	1
Listening is Key, LLC	Y	DOCR	Informal - Life Skills Development Programing for Incarcerated Youth	\$90,000	Professional Svcs	6
Posterity Group	Y	DOCR	RFQ for Temporary Nurses for DOCR	\$100,000	Professional Svcs	6

Symphonic Strategies Inc		DOCR	Non-competitive Procurement - for a training management system for leadership development training tailored to the correctional workforce	\$100,000	Professional Svcs	6
HGS, LLC d/b/a Angler Environmental.		DEP	Construction Services for Stormwater Management, Low Impact Development (LID)/Environmental Site Design (ESD), And Stream Restoration Projects	\$11,000,000	Construction	6
Highway & Safety Services, Inc.		DEP	Construction Services for Stormwater Management, Low Impact Development (LID) Environmental Site Design (ESD) and Stream Restoration Projects	\$2,607,410	Construction	6
BFI Waste Services, LLC dba Republic Services of Frederick, MD		DEP	Residential Refuse, Recyclable Materials, Yard Trim, and Scrap Metal Collection Services in Service Area 7	\$14,000,000	Non-Prof Svcs	6
NORTHEAST MARYLAND WASTE DISPOSAL AUTHORITY		DEP	Waste Disposal Agreement	\$2,500,000	Non-Prof Svcs	6
Leidos Engineering, LLC		DEP	Engineering Consulting Services	\$100,000	Professional Svcs	6
Rhithron Associates Inc.		DEP	Benthic Macroinvertebrate Identification	\$100,000	Professional Svcs	3
Keller Brother Svcss Inc		DGS	Good Hope Neighborhood Recreation Center	\$77,643	Construction	6
495 Movers, Inc.	Y	DGS	Moving and Record Storage Boxes	\$99,999	Goods	3
Cleanedge LLP		DGS	Preventive Maintenance Service, Repair Service, and Parts; Soaps and Detergents for Vehicle Wash Systems	\$225,000	Goods	3
Craftmaster Hardware, LLC		DGS	Lock and Door Hardware	\$150,000	Goods	3

Eastern Lift Truck Co. Inc.		DGS	Construction Original Equipment Manufacturer Replacement Parts and Repair Service	\$100,000	Goods	3
Gaithersburg Farmers Supply, Inc. dba Rippeon Equipment		DGS	Brush & Tree Chippers	\$250,000	Goods	3
Gaithersburg Farmers Supply, Inc. dba Rippeon Equipment		DGS	Brush & Tree Chippers	\$283,000	Goods	3
George Associates, Inc.		DGS	Construction Original Equipment Manufacturer Replacement Parts and Repair Service	\$100,000	Goods	3
Groff Tractor Mid Atlantic LLC		DGS	Construction Original Equipment Manufacturer Replacement Parts and Repair Service	\$100,000	Goods	3
Groff Tractor Mid Atlantic, LLC.		DGS	Construction Equipment Repair Service and Replacement Parts	\$100,000	Goods	1
Independent Hardware, Inc.		DGS	Lock and Door Hardware	\$250,000	Goods	3
Inscape Corporation		DGS	Furniture	\$700,000	Goods	3
Intercon Truck of Baltimore, Inc.		DGS	Construction Original Equipment Manufacturer Replacement Parts and Repair Service	\$100,000	Goods	3
Johnson & Towers, Inc.		DGS	Allison Diesel and Hybrid Transmission Repair Service and Parts	\$12,000,000	Goods	3
Johnson Truck Center LLC		DGS	Transit Bus Aftermarket Replacement Parts	\$400,000	Goods	3
Metro Bobcat Inc		DGS	Skid-Steer Loaders with Dual Skid/All-Wheel Steer	\$700,000	Goods	1
Mobile Clinic Genius, LLC		DGS	Lease for two medical mobile clinics vehicles	\$163,932	Goods	3

Moxley Welding and Machine Service, Inc.		DGS	Construction Original Equipment Manufacturer Replacement Parts and Repair Service	\$150,000	Goods	3
Old Dominion Brush Co., Inc.		DGS	Leaf Collection Machines	\$261,842	Goods	3
Starrad Corp		DGS	Transit Bus Aftermarket Replacement Parts	\$350,000	Goods	3
Syntech Systems, Inc.		DGS	Fuel Management Technologies	\$200,000	Goods	3
The Aftermarket Parts Company, LLC dba New Flyer Parts		DGS	Transit Bus Aftermarket Replacement Parts	\$400,000	Goods	3
The Auto Barn Inc		DGS	Towing, Transport and Recover of Fixed Route Transit Buses, Heavy Duty Trucks and Construction Equipment	\$695,000	Goods	6
Union County Seating & Supply, Inc.		DGS	Transit Bus Aftermarket Replacement Parts	\$250,000	Goods	3
Valley Collision Repair, Inc. T/A Maurertown Trailers Sales		DGS	Trailers	\$286,000	Goods	3
Alban Tractor Co., Inc.		DGS	Construction Original Equipment Manufacturer Parts and Service	\$400,000	Non-Prof Svcs	3
Atlantic Machinery Inc	Y	DGS	Construction Original Equipment Manufacturer Parts and Service	\$400,000	Non-Prof Svcs	3
Clampett Industries, LLC		DGS	Asset Inventory Services	\$500,000	Non-Prof Svcs	6
Eastern Lift Truck Co Inc		DGS	Aerial Lift Equipment	\$100,000	Non-Prof Svcs	3
Elliott & Frantz, Inc.		DGS	Construction Original Equipment Manufacturer Parts and Service	\$400,000	Non-Prof Svcs	3
Gaithersburg Farmers Supply, Inc. dba Rippeon Equipment		DGS	Fleet and Shop Equipment Replacement Parts and Repair Service	\$250,000	Non-Prof Svcs	3

Safelite Fulfillment, Inc. dba Safelite AutoGlass		DGS	Automotive Glass Parts and Service	\$100,000	Non-Prof Svcs	3
The Myco Companies, Inc.		DGS	Preventive Maintenance Service, Repair Service, and Parts; Soaps and Detergents for Vehicle Wash Systems	\$150,000	Non-Prof Svcs	6
CER Lawns & Landscaping, Inc.	Y	DGS	Landscaping and Grounds Maintenance Services	\$1,141,920	Professional Svcs	6
DIW Group, Inc. t/a Specialized Engineering		DGS	Inspection and Materials Testing Services	\$48,000	Professional Svcs	6
EnviroSmart, Inc.		DGS	Small Arms Firing Range Lead Abatement and HVAC Maintenance Services	\$754,829	Professional Svcs	6
KCI Technologies, Inc.		DGS	Inspection and Testing of Aboveground and Underground Storage Tank Systems	\$150,000	Professional Svcs	6
Mallick Plumbing and Heating Incorporated	Y	DGS	time and material plumbing services	\$0	Professional Svcs	6
Total Environmental Concepts, Inc.		DGS	Inspection and Testing of Aboveground and Underground Storage Tank Systems	\$150,000	Professional Svcs	6
TRC Engineering Services, LLC		DGS	Transit Bus Line Inspection Services	\$0	Professional Svcs	1
Benco Dental Supply Co.		HHS	Medical and Dental Equipment Maintenance, Installation, Repair and Inspections	\$100,000	Goods	3
Benco Dental Supply Company		HHS	Medical and Dental Equipment Purchase, Maintenance, Repairs, Inspections and Related Services	\$63,000	Goods	3
Cardinal Health 110, LLC.		HHS	Pharmaceuticals and Health Supplies (Bridge)	\$345,000	Goods	3

Bethesda Hospitality, LLC		HHS	Hotel/Motel Overflow Shelter Services	\$1,050,000	Non-Prof Svcs	6
BF Saul Property Company Inc		HHS	Hotel/Motel Overflow Shelter services	\$786,240	Non-Prof Svcs	6
Red Roof, Inns, Inc.		HHS	FY16 new contract award that will provide three residential rooms to homeless families with minor children under SNH (Special Needs Housing).	\$740,370	Non-Prof Svcs	6
All Things are Possible Services, Inc.		HHS	Provides for Early Childhood Consultants--Mental Health Consultation, Training and Technical Assistance from Open Solicitation No. 1035882--Scope I.	\$8,927	Professional Svcs	1
Associated Professional Rehabilitation Services, Inc.		HHS	Early Intervention Services for Infants and Toddlers Program	\$60,000	Professional Svcs	6
Atlya H. Gopalani		HHS	Medical Services to the Women's Cancer Control Program	\$60,000	Professional Svcs	6
Conduent State and Local Solutions, Inc.		HHS	for software installation, development, implementation, configuration, maintenance support, hosting and training services	\$1,156,352	Professional Svcs	4
Family Health Center, Inc.		HHS	Provides for a community-based, Level I outpatient substance abuse treatment center for adults and their families from Open Solicitation No. 1011356 and replaces Contract No. 864300120-03.	\$99,305	Professional Svcs	6
Foundations for Families, LLC		HHS	Quality of Child Care Cost Modeling Study	\$50,000	Professional Svcs	5
Growing Minds LLC		HHS	Early Childhood Consultants-Mental Health Consultation, Training and Technical Assistance.	\$58,918	Professional Svcs	1

Hyewon Lee, D.D.S.		HHS	Provides for professional dental services for eligible clients from Open No. 1027387.	\$33,000	Professional Svcs	1
Jerrard Seldin, Ed.D.		HHS	Pre-admission screening and resident review evaluations.	\$10,000	Professional Svcs	1
LaTasha McLee		HHS	Oral Health Services	\$121,200	Professional Svcs	1
Maria Peko-Rios		HHS	Psychiatric Services	\$372,000	Professional Svcs	1
Maryland Treatment Center, Inc		HHS	Stop, Triage, Engage, Educate and Rehabilitate (STEER): Response Team	\$1,500,000	Professional Svcs	6
Mays Family Therapy, LLC8701		HHS	Provides outpatient behavioral health services.	\$7,500	Professional Svcs	5
Mays Family Therapy, Inc.		HHS	Early Childhood Mental Health Consultation.	\$8,927	Professional Svcs	5
Radiation Physics Inc		HHS	Reading and Interpretation of X-Rays for Public Programs	\$105,000	Professional Svcs	6
Rakesh Bansil		HHS	Psychiatric Services	\$57,000	Professional Svcs	1
Renee Garraway		HHS	Early Childhood Mental Health Consultation stipulated in Montgomery County's Open Solicitation 1035882.	\$20,000	Professional Svcs	5
Richard C. Brown		HHS	Oral Health Services	\$246,000	Professional Svcs	1
Rock Grove Associates, L.P.		HHS	Hotel/Motel and Overflow Shelter Accommodation for Health and Human Services Households	\$150,000	Professional Svcs	6
Sammy Nounbissi		HHS	Oral Health	\$110,000	Professional Svcs	1
Tabitha Kelly		HHS	Provides weekend and holiday protective services for children and adults.	\$5,000	Professional Svcs	5
XYZ The End Result, LLC		HHS	Early Childhood Mental Health Consultation, Training and Technical Assistance.	\$66,000	Professional Svcs	5
Efficient Home LLC		DHCA	Weatherization Installation Services	\$2,000,000	Construction	6

Urban Ventures, Inc.		DHCA	MPDU Research and Analysis	\$70,000	Professional Svcs	6
Happy Or Not Americas Inc.		DLC	Customer Service Satisfaction Survey Devices and Analysis	\$99,999	Goods	6
NMS Imaging, Inc.	Y	DPS	Purchase and delivery of equipment, software, and training to convert microfilm and microfiche into digital files.	\$50,000	Professional Svcs	3
BHP, Inc.		LIB	Kiosk Library	\$152,550	Goods	3
Entertainment Sound Production, Inc.	Y	LIB	Sound for Independence Day Celebrations	\$56,000	Professional Svcs	6
All Stage and Sound, Inc.	Y	REC	Staging Equipment for the Silver Spring Jazz Festival	\$57,000	Goods	6
Daycon Products Co., Inc.		REC	Cleaning Supplies for Swimming Pools	\$120,000	Goods	3
Heartline Fitness Products, Inc.		REC	Exercise Equipment, Accessories and Parts	\$720,000	Goods	3
Personalized Classics Inc	Y	REC	Recreation Staff Apparel	\$240,000	Goods	6
Roberts Oxygen Company, Inc.		REC	Carbon Dioxide for Swimming Pools	\$200,000	Goods	3
S&S Worldwide, Inc.		REC	Arts, Crafts and Classroom Supplies	\$600,000	Goods	6
Sunbelt Rentals, Inc.		REC	Miscellaneous Rental Equipment for Special Events	\$210,000	Goods	3
Ahmad Ibrahim		REC	Recreation Instructors	\$149,000	Non-Prof Svcs	1
American Ultimate Academy LLC		REC	Recreation Instructors	\$49,000	Non-Prof Svcs	1
Amy Branson		REC	Recreation Instructors	\$25,000	Non-Prof Svcs	1
Brandi Janai Rosser		REC	Recreation Instructors	\$20,000	Non-Prof Svcs	1
Charles Patrick Miller		REC	Recreation Aquatics Instructor	\$150,000	Non-Prof Svcs	1
Coach Doug Academy, Inc.		REC	Recreation Instructor Services	\$75,000	Non-Prof Svcs	1

Craig Perry dba Chazon Music		REC	Recreation Instructors	\$147,000	Non-Prof Svcs	1
Cultural Communications		REC	Recreation Instructors	\$150,000	Non-Prof Svcs	1
David Greenleaf		REC	Recreation Aquatics Instructor	\$150,000	Non-Prof Svcs	1
Deborah Bedwell		REC	Recreation Instructors	\$20,000	Non-Prof Svcs	1
Dennis Reynolds		REC	Recreation Aquatics Instructors	\$150,000	Non-Prof Svcs	1
Drew Spangler Faulkner		REC	Recreation Instructors	\$30,000	Non-Prof Svcs	1
Emily Margaret Mullenholz		REC	Recreation Aquatics Instructor	\$150,000	Non-Prof Svcs	1
Impact Silver Spring		REC	Recreation Instructors	\$150,000	Non-Prof Svcs	1
Jump Start Sports LLC		REC	Recreation Instructors	\$150,000	Non-Prof Svcs	1
Justin kidwell		REC	Recreation Aquatics Instructor	\$150,000	Non-Prof Svcs	1
Margaret Ptaszynski		REC	Recreation Aquatics Instructor	\$150,000	Non-Prof Svcs	1
Michal Wayne Morris		REC	Recreation Aquatics Instructor	\$150,000	Non-Prof Svcs	1
New Renaissance Arts		REC	Recreation Instructors	\$150,000	Non-Prof Svcs	1
Positive Outcome Mentoring and Dance Inc		REC	Recreation Instructors	\$150,000	Non-Prof Svcs	1
Practicalati Kids, Inc.		REC	Recreation Instructors	\$149,000	Non-Prof Svcs	1
Rebecca Lampley		REC	Recreation Aquatics Instructor	\$150,000	Non-Prof Svcs	1
The Music In Me Foundation International, Inc.		REC	Recreation Instructor Services	\$149,000	Non-Prof Svcs	1
William E Rutsch		REC	Recreation Aquatics Instructor	\$150,000	Non-Prof Svcs	1

Bluestreet Productions, LLC dba Wagtech Sound Productions	Y	REC	Lighting and Sound for Special Events	\$75,000	Professional Svcs	6
Dennis R Tuttle	Y	REC	Social Media Management Services	\$99,999	Professional Svcs	1
Heartline Fitness Products, Inc.		REC	Fitness Equipment Inspection, Maintenance and Repair Services	\$450,000	Professional Svcs	3
Motorola Solutions, Inc.		DTS	Provide installation, programming, maintenance, and repair services and equipment for radio system and special purpose public safety systems	\$300,000	Non-Prof Svcs	6
Azur Cart & Captioning LLC		DTS	Closed Captioning Services for Montgomery County Government Access Channel	\$750,000	Professional Svcs	6
Barbizon Capitol, Inc.		DTS	MCPS - TV Studio Lighting System, Product and Services (installation).	\$67,955	Professional Svcs	6
YuJa Inc.		DTS	Video Streaming and Legislative Content Management Services	\$375,000	Professional Svcs	6
Clear Channel Outdoor		DOT	LCD/LED Sign Installation at Bus Shelters	\$203,400	Construction	6
Clear Channel Outdoor		DOT	construct, install, maintain, 7 bus shelter	\$202,160	Construction	3
Nichols Contracting Inc.	Y	DOT	Elevator Renovation, Garage #40	\$94,020	Construction	4
Vander Intermediate Holdings III Corporation		DOT	Rental of Construction Equipment	\$3,000,000	Construction	6
Chemung Supply Corp.		DOT	Traffic Sign Posts	\$410,000	Goods	3
Garden State Highway Products, Inc.		DOT	Blank and finished traffic sign panels	\$111,000	Goods	1
Metro Bobcat, Inc.		DOT	Rental of Construction Equipment	\$3,000,000	Goods	6
Nilfisk, Inc		DOT	Parking Lot Floor Cleaners	\$65,000	Goods	3

Remix Software, Inc.		DOT	Remix Transit Planning Software	\$247,200	Goods	3
Rentals Unlimited, Inc.		DOT	Rental of Construction Equipment	\$3,000,000	Goods	3
United Rentals (North America), Inc.		DOT	Rental of Construction Equipment	\$3,000,000	Goods	3
A & C PLOWING		DOT	Road Equipment Services	\$100,000	Non-Prof Svcs	1
A Annandale, Inc.		DOT	Furnishing and Installing Pavement Markings	\$3,500,000	Non-Prof Svcs	6
A B Veirs & Sons, Inc.	Y	DOT	Road Equipment Services	\$100,000	Non-Prof Svcs	6
Abbott's Tree, Lawn and Landscaping, LLC		DOT	Road Equipment Services	\$100,000	Non-Prof Svcs	1
Alpha Space Control Co., Inc.		DOT	Furnishing and Installing Pavement Markings	\$3,500,000	Non-Prof Svcs	6
Alvarado Hauling LLC		DOT	Road Equipment Services	\$100,000	Non-Prof Svcs	6
Anderson Tree Service, Inc.	Y	DOT	Road Equipment Services	\$100,000	Non-Prof Svcs	1
Antonelli & Sons Hauling, LLC		DOT	Road Equipment Services	\$100,000	Non-Prof Svcs	1
Ashton Manor Environmental, LLC	Y	DOT	Tree Planting Services	\$1,500,000	Non-Prof Svcs	6
ASM Paving LLC		DOT	Road Equipment Services	\$100,000	Non-Prof Svcs	1
Bacon Company LLC		DOT	Road Equipment Services	\$100,000	Non-Prof Svcs	1
Barwood Management LLC		DOT	Assignment Amendment; Barwood, Inc. (Assignor), and Barwood Management LLC (Assignee) for Call-N-Ride Transportation Services (Taxicab Only).	\$23,652,277	Non-Prof Svcs	6
Big T Lawn & Landscaping LLC		DOT	Road Equipment Services	\$100,000	Non-Prof Svcs	6

Blickenstaff Logging Inc		DOT	Road Equipment Services	\$100,000	Non-Prof Svcs	4
Brighton Dam Landscaping LLC		DOT	Road Equipment Services	\$100,000	Non-Prof Svcs	1
Broadleaf Grounds Works LLC		DOT	Road Equipment Services	\$100,000	Non-Prof Svcs	1
Brody Express, Inc.		DOT	Road Equipment Services	\$100,000	Non-Prof Svcs	1
Bush Creek Tree Service		DOT	Road Equipment Services	\$100,000	Non-Prof Svcs	6
Butler Tree Service, LLC		DOT	Road Equipment Services	\$100,000	Non-Prof Svcs	6
C & C Custom Lawn Care, Inc.		DOT	Road Equipment Services	\$100,000	Non-Prof Svcs	6
Cenergetix LLC	Y	DOT	Procurement, Storage, Supply and Programing Services for LED Light Fixtures for MCDOT Parking Facilities	\$1,400,000	Non-Prof Svcs	3
Concrete General Inc		DOT	Road Equipment Services	\$100,000	Non-Prof Svcs	6
Consolidated Commercial Services, LLC		DOT	Road Equipment Services	\$100,000	Non-Prof Svcs	6
Consolidated Facility Services LLC		DOT	Road Equipment Services	\$100,000	Non-Prof Svcs	6
ContechPro LLC		DOT	Road Equipment Services	\$100,000	Non-Prof Svcs	6
Damascus Enterprises Inc		DOT	Road Equipment Services	\$100,000	Non-Prof Svcs	6
Delga2's Trucking, Inc.		DOT	Road Equipment Services	\$100,000	Non-Prof Svcs	6
Dellabrook Nursery & Landscaping, Inc.		DOT	Road Equipment Services	\$100,000	Non-Prof Svcs	6
Diogo LLC		DOT	Road Equipment Services	\$100,000	Non-Prof Svcs	1
Divine Landscaping Inc		DOT	Road Equipment Services	\$100,000	Non-Prof Svcs	1
Double K Contractors Inc		DOT	Road Equipment Services	\$100,000	Non-Prof Svcs	6

Erick Noe Cabrera Reyes DBA Chapines Construction		DOT	Road Equipment Services	\$100,000	Non-Prof Svcs	1
Excel Tree Expert Co, Inc.		DOT	Road Equipment Services	\$100,000	Non-Prof Svcs	6
F&K Trucking LLC		DOT	Road Equipment Services	\$100,000	Non-Prof Svcs	6
Four Seasons Landscaping, Inc.		DOT	Road Equipment Services	\$100,000	Non-Prof Svcs	1
Frozen Levels Farm LLC		DOT	Road Equipment Services	\$100,000	Non-Prof Svcs	6
Hamilton Site Construction Inc		DOT	Road Equipment Services	\$100,000	Non-Prof Svcs	6
Harland J Shoemaker & Son Inc		DOT	Road Equipment Services	\$100,000	Non-Prof Svcs	1
Jack Hall DBA Hall's Lawn Service		DOT	Road Equipment Services	\$100,000	Non-Prof Svcs	1
K & D Trucking LLC		DOT	Road Equipment Services	\$100,000	Non-Prof Svcs	6
K E S Contracting LLC	Y	DOT	Road Equipment Services	\$100,000	Non-Prof Svcs	1
Key Sanitation, Inc.		DOT	Road Equipment Services	\$100,000	Non-Prof Svcs	6
King of Landscaping LLC		DOT	Road Equipment Services	\$100,000	Non-Prof Svcs	1
Kuhlman Lawn Service LLC		DOT	Road Equipment Services	\$100,000	Non-Prof Svcs	6
Lambs Knoll Enterprise LLC		DOT	Road Equipment Services	\$100,000	Non-Prof Svcs	1
Lapinski's Landscaping Inc		DOT	Road Equipment Services	\$100,000	Non-Prof Svcs	1
Luther Contracting LLC		DOT	Road Equipment Services	\$100,000	Non-Prof Svcs	3
M R Hopkins, Inc.		DOT	Road Equipment Services	\$100,000	Non-Prof Svcs	6
Markus Enterprises, Inc.		DOT	Road Equipment Services	\$100,000	Non-Prof Svcs	1

Metro Grounds Management LLC	Y	DOT	Road Equipment Services	\$100,000	Non-Prof Svcs	6
Mid Atlantic AG Consulting, Inc.		DOT	Road Equipment Services	\$100,000	Non-Prof Svcs	1
Monocacy Custom Services, Inc.	Y	DOT	Road Equipment Services	\$100,000	Non-Prof Svcs	1
Nelson Trucking LLC	Y	DOT	Road Equipment Services	\$100,000	Non-Prof Svcs	6
Newlawns, Inc.		DOT	Road Equipment Services	\$100,000	Non-Prof Svcs	6
Olney Gardens Inc T/A Pogo Tree Experts		DOT	Road Equipment Services	\$100,000	Non-Prof Svcs	6
Our Boys Services LLC		DOT	Road Equipment Services	\$100,000	Non-Prof Svcs	6
Patrick Stidham dba Professional Lawns		DOT	Road Equipment Services	\$100,000	Non-Prof Svcs	1
R J Landscape Contractors Inc		DOT	Road Equipment Services	\$100,000	Non-Prof Svcs	1
Raymond Landscaping LLC	Y	DOT	Road Equipment Services	\$100,000	Non-Prof Svcs	1
Rels LLC	Y	DOT	Road Equipment Services	\$100,000	Non-Prof Svcs	1
Roche Bros, Inc.		DOT	Road Equipment Services	\$100,000	Non-Prof Svcs	6
Rolling Green Farms LLC		DOT	Road Equipment Services	\$100,000	Non-Prof Svcs	1
Ross Contracting, Inc.		DOT	Road Equipment Services	\$100,000	Non-Prof Svcs	6
RR&G Trucking Services, Inc.		DOT	Road Equipment Services	\$100,000	Non-Prof Svcs	6
Ruppert Landscape, Inc.		DOT	Landscape Maintenance Services for the Silver Spring and Wheaton Urban Districts and other Selected Locations in Montgomery County, Maryland	\$578,790	Non-Prof Svcs	6

Sivert Enterprises Inc	Y	DOT	Road Equipment Services	\$100,000	Non-Prof Svcs	1
Sun Services LLC		DOT	Road Equipment Services	\$100,000	Non-Prof Svcs	6
T L Raines Enterprises LLC		DOT	Road Equipment Services	\$100,000	Non-Prof Svcs	1
TD Snow Removal Corp		DOT	Road Equipment Services	\$100,000	Non-Prof Svcs	6
The Convention Store		DOT	Bridge MTA contract with The Convention Store for Management, Operations, Staffing for Sale of Fare Media for MARC and Commuter Bus Services and Related Ticket and Pass Products at Sales Outlets Including Store Fronts.	\$512,611	Non-Prof Svcs	6
Tree Services Inc		DOT	Road Equipment Services	\$100,000	Non-Prof Svcs	1
Vector Media Transit, LLC		DOT	Ride On Bus Advertising Services and Transit Related Advertising Services	\$1,750,000	Non-Prof Svcs	6
Windy Way Greener Solutions LLC		DOT	Road Equipment Services	\$100,000	Non-Prof Svcs	6
Yovo World Logistical LLC		DOT	Road Equipment Services	\$100,000	Non-Prof Svcs	1
Adra Software Ltd.		DOT	Purchase Annual Subscription Service	\$93,552	Professional Svcs	4
CHK America, Inc.		DOT	Bus Stop Maps and Timetable Printing Services	\$483,000	Professional Svcs	6
Conduent Transport Solutions, Inc.		DOT	Name Change from Xerox Transport Solutions, Inc., to Conduent Transport Solutions, Inc.	\$15,870,293	Professional Svcs	4
Electric Advantage Inc		DOT	Time and Material Electrical Maintenance/Installation Service	\$5,000,000	Professional Svcs	6
Atlantic Emergency Solutions, Inc.		OEC	MCFRS Pumper Trucks	\$15,000,000	Goods	3
Bound Tree Medical LLC		FRS	Medical and First Aid Supplies	\$1,050,000	Goods	3

Ferguson Enterprises Inc dba Ferguson Waterworks		FRS	Hand and Power Tools and Equipment	\$150,000	Goods	3
Gambrills Equipment Co Inc		FRS	Hand and Power Tools and Equipment	\$150,000	Goods	1
Hilti, Inc		FRS	Hand and Power Tools and Equipment	\$150,000	Goods	3
Roberts Oxygen Company, Inc.		FRS	Medical Grade Oxygen	\$300,000	Goods	3
Safeware Inc		FRS	Fire Department Tools, Equipment, Hoses and Appliances	\$125,000	Goods	2
Snap-On Industrial, a division of IDSC Holdings LLC		FRS	Hand and Power Tools and Equipment	\$150,000	Goods	3
Stertil-Koni USA Inc.		FRS	Fleet Related Maintenance Equipment, Supplies, Services and Inventory Management Solutions	\$495,000	Goods	3
Suburban Sales and Rental Center, Inc		FRS	Hand and Power Tools and Equipment	\$600,000	Goods	1
Maryland Fire Equipment Corporation	Y	FRS	Advanced Cleaning, Inspection, Repair and Alteration Services for the Fire Department's Personal Protective Equipment	\$1,250,000	Non-Prof Svcs	3
CHANGE HEALTHCARE PRACTICE MANAGEMENT SOLUTIONS		FRS	Billing for Emergency Medical Transport Services and Associated Services	\$4,000,000	Professional Svcs	6
Municipal Emergency Services Inc		FRS	Morning Pride PPE	\$450,000	Professional Svcs	3
Kira Tregoning (dba Maia Media Management)		OAG	Digital and Social Media Marketing Services (Informal)	\$100,000	Non-Prof Svcs	1
Kristin A. Fisher		OAG	Professional Services (Informal)	\$99,999	Professional Svcs	1

Alta Language Services, Inc.		OHR	Multilingual Certification Testing Services	\$80,000	Professional Svcs	6
Industrial/Organizational Solutions, Inc.		OHR	Entry Level Exam Services for Firefighter/Rescuer I (Recruit)	\$325,000	Professional Svcs	6
Laboratory Corporation of America Holdings		OHR	Medical Laboratory Testing Services	\$964,172	Professional Svcs	6
Axon Enterprise Inc.		POL	Name Change from Taser International Inc. to Axon Enterprise Inc.	\$1,250,000	Goods	3
Axon Enterprise Inc.		POL	Name Change from Taser International Inc. to Axon Enterprise Inc.	\$1,250,000	Goods	3
Axon Enterprise Inc.		POL	Name change from Taser International Inc. to Axon Enterprises Inc. - to Body Worn Cameras, Accessories and Evidence Management System	\$5,400,000	Goods	3
Capital City Motorsport LLC		POL	Harley Davison FLHTP Electra Glide Motorcycles	\$0	Goods	3
F + F and A. Jacobs & Sons, Inc.		POL	Multi-Agency Custom Tailored Uniforms, Stock Uniforms, Accessories and Footwear	\$500,000	Goods	6
On Duty Supply, Inc.		POL	Multi-Agency Custom Tailored Uniforms, Stock Uniforms, Accessories and Footwear	\$150,000	Goods	3
Qiagen Inc.		POL	Purchase of 2 Q1Acube Robots for the Montgomery County Crime Lab.	\$54,477	Goods	3
Brekford Corp.		POL	Assignment of Contract from Brekford Corp to Global Public Safety, LLC	\$55,000	Non-Prof Svcs	6
Capital City Motorsports LLC		POL	Harley Davidson Police Motorcycle Maintenance and Repair Service	\$0	Non-Prof Svcs	3
RT1 Restoration Services, LLC		POL	Cleaning, Decontamination and Sanitizing Vehicles and Buildings (blood, urine, spit, smoke, mold, MRSA, H1N1, HIV, etc) May include hazardous materials	\$99,999	Non-Prof Svcs	5

Valley Pet Inc		POL	Pick-up and Legal Disposal of Small Animal Carcasses from the Montgomery County Animal Shelter	\$150,000	Non-Prof Svcs	6
Axon Enterprise Inc.		POL	Interview Room Video Recording Systems, Vehicle Camera Systems and Support	\$2,000,000	Professional Svcs	3
Creating Fun Animals, LLC		POL	Open Solicitation - Animal Behaviorist and Adoption Counselors	\$120,000	Professional Svcs	6
James Humphries		POL	Non-Competitive - Labor Consultant - Collective Bargaining	\$100,000	Professional Svcs	1
Jennifer Mosier Weaver		POL	Open Solicitation - Veterinarians and Veterinary Assistants	\$120,000	Professional Svcs	6
The KeyW Corporation		POL	Cell Site Simulator System, Installation, Training and Three Years Support	\$622,000	Professional Svcs	3
US Corrections LLC		POL	Assignment of Contract from PTS of America LLC to US Corrections LLC	\$200,000	Professional Svcs	6
Wayne Fleit		POL	Heroin Consultant and Coordinator Services	\$100,000	Professional Svcs	1